

# Welcome!

Today's Topic:

## Prime Contracting in Maryland's Small Business Reserve (SBR) Program

February 23, 2023



**Maryland**  
GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)



# T.I.P.S.

Webinar  
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## Training & Insights for Procurement Success



**#goMDsmallbiz**



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**Maryland**

GOVERNOR'S OFFICE  
OF SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS

# **Prime Contracting in the Small Business Reserve (SBR) Program**

# SBR Program

- Overview of the SBR Program
- Eligibility standards
- Online self-certification process
- Pipeline for identifying SBR opportunities

According to the U.S. Small Business Administration, 99.5 percent of all Maryland businesses are small.



*Governor's Office of Small, Minority & Women Business Affairs*



- Connect small businesses to greater economic opportunities
- Oversight, monitoring, and compliance of three state procurement programs across 70 state agencies/departments
- Conduct statewide outreach and training programs
- Host online resources for small business growth and development

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

# State Procurement Programs

## Small Business Reserve (SBR) Program

- Prime contracting program
- 15% set-aside
- Race and gender neutral
- State-defined small business eligibility standards apply
- Online certification process (eMMA)
- Annual renewal

## Minority Business Enterprise (MBE) Program

- Subcontracting program
- 29% aspirational goal
- Race and gender specific
- Application-based certification process
- Annual review

## Veteran-Owned Small Business Enterprise (VSBE) Program

- Subcontracting program
- 1% aspirational goal
- 3-Step certification process includes **verification** of veteran status
- Annual renewal

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>



# SBR Program- Value Proposition

- It is a FREE online self-certification through the state's eMaryland Marketplace Advantage (eMMA) portal!
- 20% of the state solicitations advertised on eMMA are SBR designated
- You compete against other small businesses (as opposed to larger companies)!
- If you are awarded an SBR designated contract, you would be the **PRIME CONTRACTOR!**
- Access to \$475 million in state-funded contracts
- Availability of SBR Liaisons!





2022 Legislation provides that eligible procurements between  
**\$50,000-\$500,000**  
be designated to **SBR Program** (with certain exceptions)

# SBR Program Background

In 2004, the state created the **Small Business Reserve (SBR) Program**, providing small businesses with the opportunity to participate as prime contractors on state contracts by establishing a unique marketplace where small businesses compete against other small businesses instead of larger, more established companies.



# **SBR Program Rules**

68 participating agencies/departments are directed to designate at least 15% of its fiscal year procurement expenditures with qualified small businesses.



# SBR Program Rules

Once a solicitation has been designated as “**SBR only**,” an award can only be made to a small business that is certified in the SBR Program.



# SBR Program

## SBR Program Eligibility Standards

<https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx>

*Governor's Office of Small, Minority & Women Business Affairs*

# Eligibility Standards

For-profit businesses, other than a broker, (exceptions are real-estate and insurance)

- independently owned and operated
- not a subsidiary of another business
- not dominant in its field of operation at the national level

# SBR Industry Thresholds

Industry	Number of Employees in the 3 Most Recent Years	<u>or</u> Average Gross Sales over the 3 Most Recent Years
Wholesale	50	\$4 million
Retail	25	\$3 million
Manufacturing Operations	100	\$2 million
Service Operations	100	\$10 million
Construction Operations	50	\$7 million
Architectural and Engineering	100	\$4.5 million





## **SBR Program Disclaimer**

**<https://gomdsmallbiz.maryland.gov/Pages/sbr-Program.aspx>**

All vendors receiving payments  
from the State must be in  
**good standing/active** with the  
Maryland Department of  
Assessments and Taxation.

**Business Entity Search**

**<https://egov.maryland.gov/BusinessExpress/EntitySearch>**



All vendors receiving payments  
from the State must be  
registered in eMMA.

# eProcurement Platform



## eMaryland Marketplace Advantage

- State platform launched in July of 2019
- Free to register as a vendor
- Automatically generates notices that are delivered via email based on the (commodities/product & services) identified in the vendor profile



**eMMA is also  
the online  
certification  
platform for  
the  
SBR and  
VSBE  
programs.**

<https://emma.maryland.gov>

# Vendor Registration

## Start Your Vendor Registration, Part I (Vendor)



Modified on: Thu, 29 Dec, 2022 at 4:35 PM

### Overview

There are two parts to creating an active Vendor profile in eMMA; Registration and Profile Completion. This Quick Reference Guide (QRG) shows you how to **register** as a vendor in eMaryland Marketplace Advantage (eMMA). Part II walks you through the Profile Completion process.

Once complete, eMMA checks to make sure no existing Vendor registrations match your profile in the system. You will then receive an email from eMMA instructing you on how to log in and complete the registration process.

**NOTE:** eMMA permits or rejects Vendor Registration depending on the Vendor Tax ID status. Once you've submitted your Vendor profile, a green checkmark displays on the webpage to indicate that you've successfully registered your Vendor profile in eMMA.



We thank you for your visit.

Your registration submission for eMaryland Marketplace Advantage (eMMA) has been received. You will receive an email from [emma.helpdesk@maryland.gov](mailto:emma.helpdesk@maryland.gov) with next steps.

[Go back to login page](#)

**NOTE:** If a duplicate **Vendor Tax ID** already exists in the eMMA system, your Vendor profile will be rejected. You will be notified of the rejection via email and provided information regarding whom to contact. You may also reach out to the eMMA helpdesk at [emma.helpdesk@maryland.gov](mailto:emma.helpdesk@maryland.gov).

**NOTE:** For best results, use the Google Chrome browser to access eMMA.

### Prerequisites

You will need your organization's **Tax Identification Number** and company information to complete registration.


# Vendor Registration

## Step-by-Step Instruction

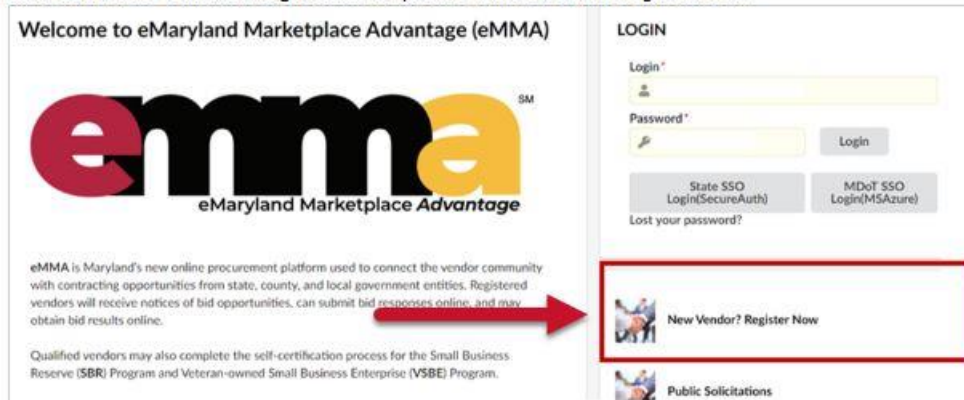
### Vendor Registration

NOTE: This QRG uses diagrams with specific callouts to show required and optional fields in forms. A yellow

callout with a red border indicates a required field, while yellow callouts with a black border indicate optional fields. Letters within the callouts respond to the explanations below the diagram. A red asterisk \* indicates a required field.

The following symbol  may display beside the title of some of the form fields. Hover your cursor over the symbol to see a text popup with more information about the field.

1. Access eMMA at [emma.maryland.gov](https://emma.maryland.gov).
2. Click on the **New Vendor? Register Now** option, located under the login window.



Welcome to eMaryland Marketplace Advantage (eMMA)

**emma**  
eMaryland Marketplace Advantage

eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

**LOGIN**

Login\*

Password\*

Login

State SSO Login(SecureAuth) MDot SSO Login(MSAzure)

Lost your password?

**New Vendor? Register Now**

Public Solicitations

<https://emma.maryland.gov>



Please take your time and fill this out completely.

3. Complete the form fields. Required fields are marked with a red asterisk (\*).

Company Information

Legal Name\*

Tax ID Type\*

Company Name (DBA) ⓘ\*

Tax ID ⓘ\*

DBA or Trade Name

Do You Have a DUNS Number?\*

Yes

No

I don't know

DUNS ⓘ

Ownership Type ⓘ\*

See Tooltip for Definitions

Website

Business Description

Site map

Legal mentions

**NOTE: Payment information will be added after registration.**

a. **Legal Name\***: Enter the legal name of your organization.

b. **Tax ID Type\***: Select your tax ID type from the dropdown:  
**EIN** – Employer Identification Number  
**SSN** – Social Security Number  
**Foreign** – Foreign Tax ID

c. **Company Name (DBA: Doing Business As) \***: Enter your company name, or if it operates under a DBA or Trade Name, in this field.

**NOTE:** If you do not have a Company Name or DBA, reenter your Legal Name in this field.

d. **Tax ID\***: Enter your tax identification number. Only enter numbers, do not enter special characters.

e. **Do You Have a DUNS Number? & DUNS (Data Universal Numbering System) \***:

1. Select **Yes**, if your company has a DUNS number. The DUNS field to the right becomes mandatory. Enter your DUNS number in the DUNS field, as a 9 digit number with no hyphens or spaces. If you do not have this information available, select the **I Don't Know** option (you can update it after registration). For more information about DUNS, or to look up your information, visit [www.dnb.com/duns-number.html](http://www.dnb.com/duns-number.html).
2. Select **No**, if your company does not. A link displays instructing you to click the link to obtain a DUNS number. Obtaining a DUNS number is optional.

Company Name (DBA) ⓘ\*

Tax ID ⓘ\*

DBA or Trade Name

Click [here](#) to Request a DUNS number from Duns & Bradstreet

Do You Have a DUNS Number?\*

DUNS ⓘ

Yes

No

I don't know



# eMMA Vendor Registration

4. Complete the following fields in the **Main Address** section. Required fields are marked with a red asterisk (\*).

The screenshot displays a web form for vendor registration. The 'Main Address' section contains fields for Address\*, Address Line 2 (with a help icon), City\*, State/Territory/Province\*, and Postal Code\*. The 'Country' field is pre-filled with 'UNITED STATES'. The 'Corporate Contact Information' section includes Corporate Email, Corporate Phone (with a help icon), and Corporate Fax (with a help icon). Callout letters a through i point to specific fields: a. Address\*, b. Address Line 2, c. City\*, d. State/Territory/Province\*, e. Postal Code\*, f. Country, g. Corporate Email, h. Corporate Phone, and i. Corporate Fax.

Main Address	
Address*	
Address Line 2 ⓘ <small>Enter Apartment, Suite, or Unit Number</small>	
City*	State/Territory/Province*
Postal Code*	
Country*	

Corporate Contact Information ⓘ	
Corporate Email	Corporate Phone ⓘ*
Corporate Fax ⓘ	

- a. **Address\***: Enter the physical address of your organization.
- b. **Address Line 2**: Use this line to enter additional address information such as office or suite number.
- c. **City\***: Enter the city where your business is located.
- d. **State/Territory/Province\***: Enter the state where your company is located.
- e. **Postal Code\***: Enter the zip code where your company is located.

# eMMA Vendor Registration

5. Complete the fields in the **State Programs** section under **Procurement Programs**. Required fields are marked with a red asterisk (\*).

**Procurement Programs**

**State Programs**

[For information regarding the programs listed below, click here.](#)

Is your company currently enrolled in any of the following programs?

Small Business Reserve (SBR) Would you like to apply to the SBR Program? ⓘ\*

No a

Veteran-Owned Small Business Enterprise (VSBE) Would you like to apply to the VSBE Program? ⓘ\*

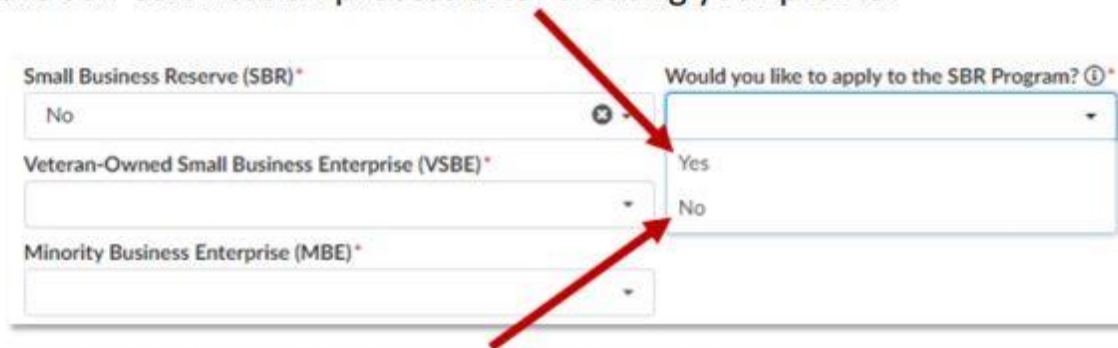
No b

Minority Business Enterprise (MBE)\* c

- a. **Would you like to apply to the SBR Program?\***: Click this field and select **Yes** or **No** from the drop-down menu that opens. If you select Yes, you can find your SBR application in the Documents tab once you've completed your registration and logged into your profile. Click the General Info tab>Company Info>Documents. Click the plus icon to start your application.

# eMMA Vendor Registration

If you are interested in obtaining your Small Business Reserve (SBR) certification use the drop-down list to select **Yes**. This will add a reminder within your profile to complete the self-certification process after creating your profile.



The screenshot displays a registration form with three main sections on the left and a dropdown menu on the right. The first section, 'Small Business Reserve (SBR)\*', has a dropdown menu currently set to 'No'. The second section, 'Veteran-Owned Small Business Enterprise (VSBE)\*', and the third, 'Minority Business Enterprise (MBE)\*', both have empty dropdown menus. To the right of these sections is a larger dropdown menu titled 'Would you like to apply to the SBR Program? ⓘ\*'. This menu is open, showing 'Yes' and 'No' as options. Two red arrows point from the text above to the 'Yes' option in this dropdown menu.

Small Business Reserve (SBR)*	Would you like to apply to the SBR Program? ⓘ*
No	Yes No
Veteran-Owned Small Business Enterprise (VSBE)*	
Minority Business Enterprise (MBE)*	

# eMMA Vendor Registration

State of Maryland. Selecting **Yes** will add a reminder to your eMMA profile prompting you to complete the next steps to obtain your certification.



The screenshot shows two dropdown menus. The first is labeled 'Veteran-Owned Small Business Enterprise (VSBE)\*' and has 'No' selected. The second is labeled 'Minority Business Enterprise (MBE)\*' and has 'Yes' selected. A red arrow points from the 'Yes' option in the MBE dropdown to the text above it.

## Minority Business Enterprise (MBE)\*

- i. Select **No** if you do not already have your Minority Business Enterprise (MBE) certification.

Minority Business Enterprise (MBE)\*

No

Figure 7: Minority Business Enterprise Question Box

- ii. If you select **No** you will have the ability to update your profile if you obtain your certification in the future.
- iii. Select **Yes** if you have obtained your Minority Business Enterprise (MBE) certification through the Maryland Department of Transportation Office of Minority Business Enterprise.

Minority Business Enterprise (MBE)\*

Yes

MBE Certification #

Figure 8: Shows MBE Certification # Box opening when "yes" is selected.

- iv. If you select **Yes**, you will be prompted to enter your MBE Certification Number. If you do not know your certification number, you can look it up in the Directory of Certified Firms at <https://mbe.mdot.maryland.gov/directory/>.

# eMMA Vendor Registration

Complete the fields in the **Procurement Programs, Federal Programs** section.  
Use the drop-down list to indicate if your company current has any of the following certifications:

**Federal Programs**

[For information regarding certification for the programs listed below, click here.](#)

Is your company enrolled in the following programs?

Disadvantaged Business Enterprise (DBE) \*

a.

Small Business Enterprise (SBE) \*

b.

Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) \*

c.

**Note:** All fields in this section are mandatory.



# eMMA Vendor Registration

7. Complete the fields in the Contact Information section. Required fields are marked with a red asterisk (\*).

**NOTE:** eMMA automatically assigns this contact the Vendor Admin role. The Vendor Admin role lets that user make changes to the Vendor Profile in eMMA. They will be the primary contact for this profile and will receive any email notifications sent out through eMMA. You can change the Vendor Admin after successfully registering and logging in. Add contacts and change which user is the Vendor Admin role. There can only be one Vendor Admin.

**Contact Information**

First Name\* Last Name\*

Position\*

Email\* Confirm Email\*

Your Corporate Email Address\*

Password ⓘ\* Confirm Password\*

- a. **First Name\***: Enter your first name.
- b. **Last Name\***: Enter your last name.
- c. **Position\***: Enter your current job position.
- d. **Email\***: Enter your email address. This will be your user ID for eMMA.
- e. **Confirm Email\***: Re-enter your email address.
- f. **Password\***: Enter a login password for your profile. Passwords must include the following:
  - At least one uppercase character,
  - At least one lowercase character,
  - At least one numeric character,
  - At least one special character, and
  - At least twelve characters.

Hover over the i in a circle icon ⓘ beside the password field to review the password format.

- g. **Confirm Password\***: Re-enter the password you created. Be sure to retain this password for your records.

# eMMA Vendor Registration

Use the **Product & Service Offerings** drop-down list to select United Nations Product & Service Codes (UNSPSC). Your company will receive email notifications for any contracting opportunity that matches the UNSPS codes selected. To learn more about UNSPSC visit <https://www.unspsc.org/>.

- a. To begin searching for UNSPS codes, click on the Product & Services Categories field. This will expand the drop-down list of codes.



The screenshot shows a form with a section titled "Product & Service Offerings". Below this title is a dropdown menu labeled "Product & Service Categories ⓘ\*". A yellow callout box with the letter "a." points to this dropdown menu.

<https://www.unspsc.org/>



# eMMA Vendor Registration

Click on the See All option at the bottom of the screen. This will open the Commodity Selector box.

Product & Service Categories ⓘ\*

- 10000000 - Live Plant and Animal Material and Accessories and Supplies
- 10100000 - Live animals
- 10101500 - Livestock
- 10101501 - Cats
- 10101502 - Dogs
- 10101506 - Horses
- 10101507 - Sheep
- 10101508 - Goats
- 10101509 - Asses
- 10101511 - Swine

**b.** See All

The categories you select display in the Product & ServiceCategories field.

Vendor Declarations

Products & Services Offered

Product & Service Categories ⓘ\*

22101531 - Snow blowers × 22101538 - Snow plow ×

# eMMA Vendor Registration

10. (Optional) To add additional codes, repeat Steps 8 & 9. Choose as many codes as apply to your business to increase the number of opportunities you receive through eMMA.
11. (Optional) To remove selected codes, click the x next to the code in the window.

Vendor Declarations

Products & Services Offered


Product & Service Categories ⓘ\*



22101531 - Snow blowers × 22101538 - Snow plow × +

**NOTE:** For more information on searching for and selecting UNSPSC codes, refer to the Understanding UNSPSC Video/Instruction Guide located at the GoToStage. Access GoToStage using the link: [Go to Stage - for Vendors in eMMA.](#)

# Finding UNSPS Codes


<https://www.ungm.org/Public/UNSPSC>

 UNITED NATIONS  
GLOBAL MARKETPLACE

English  Help Center 

UNITED NATIONS STANDARD PRODUCTS AND SERVICES CODE (UNSPSC)

[Home](#)  
[Procurement Opportunities](#)  
[Contract Awards](#)  
[Tender Alert Service \(TAS\)](#)  
[Supplier Code of Conduct](#)  
**[United Nations Standard Products and Services Code \(UNSPSC\)](#)**  
[Help Center !\[\]\(a4848a7f290c3fd14bf2276a5b09747a\_img.jpg\)](#)  
[Knowledge Center](#)  
[UN Procurement Statistics](#)



The United Nations Standard Products and Services Code® (UNSPSC®) is a global classification system of products and services.

These codes are used to **classify products and services**: in the case of suppliers, to classify the products and services of their company, and in the case of UN staff members, to classify the products and services when publishing procurement opportunities.

For more information, we recommend checking these articles from our Help Center:

[What are United Nations Standard Products and Services Code codes?](#)  
[How to select United Nations Standard Products and Services Code codes?](#)

Search:

[A - Raw Materials, Chemicals, Paper, Fuel >](#)  
[B - Industrial Equipment & Tools >](#)  
[C - Components & Supplies >](#)  
[D - Construction, Transportation & Facility Equipment & Supplies >](#)  
[E - Medical, Laboratory & Test Equipment & Supplies & Pharmaceuticals >](#)  
[F - Food, Cleaning & Service Industry Equipment & Supplies >](#)  
[G - Business, Communication & Technology Equipment & Supplies >](#)  
[H - Defense, Security & Safety Equipment & Supplies >](#)  
[I - Personal, Domestic & Consumer Equipment & Supplies >](#)  
[J - Services >](#)

Export to Excel

# eMMA Vendor Registration

12. Select the areas your company serves using the dropdown menu in the **Areas Servicing** section.

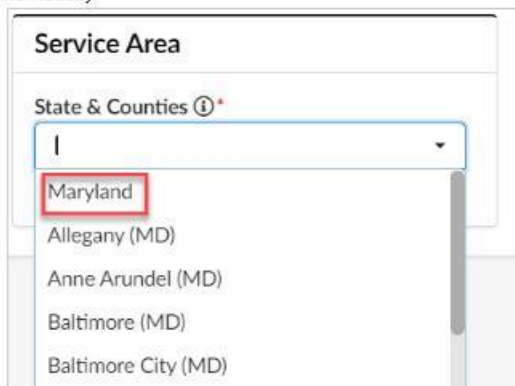
**NOTE:** Selecting the areas you serve **does not** impact which solicitations you receive notifications for.

- a. Click on the **State & Counties** field to expand the dropdown menu and select each area that applies to your business.



The screenshot shows a form titled "Vendor Declarations". Inside, there is a section titled "Service Area". Within this section, the "State & Counties" field is highlighted with a red border. The field contains a small icon and an asterisk, indicating it is a required field.

- b. (Optional) If your company serves all of Maryland, you may select **Maryland** instead of each area individually.



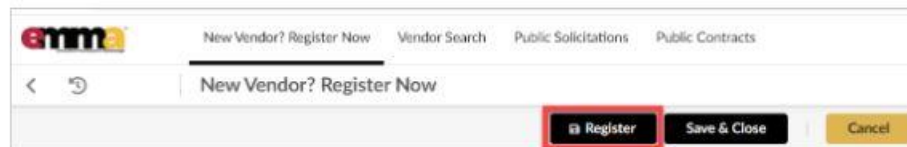
The screenshot shows the "Service Area" section of the form. The "State & Counties" field is expanded, showing a dropdown menu. The "Maryland" option is highlighted with a red border, indicating it is the selected option. Other options visible in the dropdown include "Allegany (MD)", "Anne Arundel (MD)", "Baltimore (MD)", and "Baltimore City (MD)".

**NOTE:** Each area you click displays in the **State & Counties** field.

# eMMA Vendor Registration

13. Click the **Register** button at the top of the page when you are ready to submit.

**NOTE:** You must complete all the required sections of the form before you can complete registration.



The screenshot shows the eMMA web application interface. At the top, there is a navigation bar with the eMMA logo and links for "New Vendor? Register Now", "Vendor Search", "Public Solicitations", and "Public Contracts". Below this is a breadcrumb trail showing "<" and "New Vendor? Register Now". At the bottom right of the form, there are three buttons: "Register" (highlighted with a red box), "Save & Close", and "Cancel".

You have completed your Vendor Registration and can now log into your Vendor profile in eMMA.

**NOTE:** If Vendor Registration is not successful, then you will be notified of that via email.



The screenshot shows a confirmation page with a large green checkmark icon. Below the icon, the text reads: "We thank you for your visit." and "Your registration submission for eMaryland Marketplace Advantage (eMMA) has been received. You will receive an email from eMMA.helpdesk@maryland.gov with next steps." At the bottom, there is a link that says "Go back to login page".


# eMMA Vendor Registration



We thank you for your visit.

Your registration submission for eMaryland Marketplace Advantage (eMMA) has been received. You will receive an email from emma@maryland.gov with next steps.

→ Go back to login page



Any questions about your eMMA profile,  
please contact the eMMA Help Desk at  
[eMMA.helpdesk@maryland.gov](mailto:eMMA.helpdesk@maryland.gov)





# RESOURCES

## eMMA Support Resources

For help registering and using the eMaryland Marketplace Advantage (eMMA) several resources are available to vendors.

1. **Quick Reference Guides (QRGs)** for using the eMMA system successfully.
2. Dedicated eMMA helpdesk for eMMA specific live support. Email them directly at [emma.helpdesk@maryland.gov](mailto:emma.helpdesk@maryland.gov) for the quickest help!
3. **eMMA Training for Vendors** for registering your business and submitting successful bids!
4. Upcoming Vendor webinars for live information on how eMMA! (Calendar and link to register posted soon!)

**See [How to Do Business with the State of Maryland](#) for Information on how to Respond to a Solicitation and other Resources!**

**<https://procurement.maryland.gov/business-community/>**

## Vendor QRGs

Follow this link to  
training for Vendors on registering and for submitting electronic bids.

# ***Vendor Quick Reference Guides (QRGs)***

**1 - eMMA QRG Registering  
as a Vendor**

**2a - eMMA QRG  
Invite Users to eMMA,  
Add Contacts, and Add Roles**

**2c - eMMA QRG  
Adding Credentials**

**2d - eMMA QRG  
Adding Product and  
Service Categories**

**2e - eMMA QRG  
Navigating and Updating Roles**

**3 - eMMA QRG Viewing  
Open Solicitations**

**4 - eMMA QRG Responding to  
Solicitations (IFB)**

**4a - eMMA QRG Submit a Bid  
to an Amended Solicitation**

# eMMA SBR Certification and Recertification (QRG)

6 - eMMA QRG Viewing  
Awarded Contracts

7 - eMMA SBR Certification  
and Recertification

9 - eMMA QRG -  
Public Vendor Search for Vendors



## Vendor Quick Reference Guide SBR Certification/Recertification

### Overview

This Quick Reference Guide (QRG) shows you how to apply for SBR Certification and recertify in eMMA, once you're registered.

**NOTE:** For best results, access eMMA using the Google Chrome browser.

If you need help at any point, please email the eMMA helpdesk at [emma.helpdesk@maryland.gov](mailto:emma.helpdesk@maryland.gov).

### Step-By-Step Instructions

#### SBR Certification

1. Navigate to eMMA at <https://emma.maryland.gov> and log in with your credentials.

2. Click **General Info** tab at the top of the webpage and click on the **Company Profile** option from the drop-down

<https://mdprocurement.freshdesk.com/support/solutions/articles/70000592969-sbr-certification-and-recertification-vendors->

# SBR Certification Recertification

## ALERT

Your company's SBR application for certification should only be submitted when:


- 1) You are new to the program (Certification)
- 2) You are within 30 days of the anniversary date of your expiration (Renewal) or
- 3) Your certification expired (Recertification)

Any additional applications will not be processed.

# SBR Certification

1) Log into your eMMA account- <https://emma.maryland.gov>.

Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at [eMMA.helpdesk@maryland.gov](mailto:eMMA.helpdesk@maryland.gov).

LOGIN

Login \*

Email / Username


Password \*

Login


State SSO Login(SecureAuth)

MDoT SSO Login(MSAzure)


[Lost your password?](#)




New Vendor? Register Now



Public Solicitations



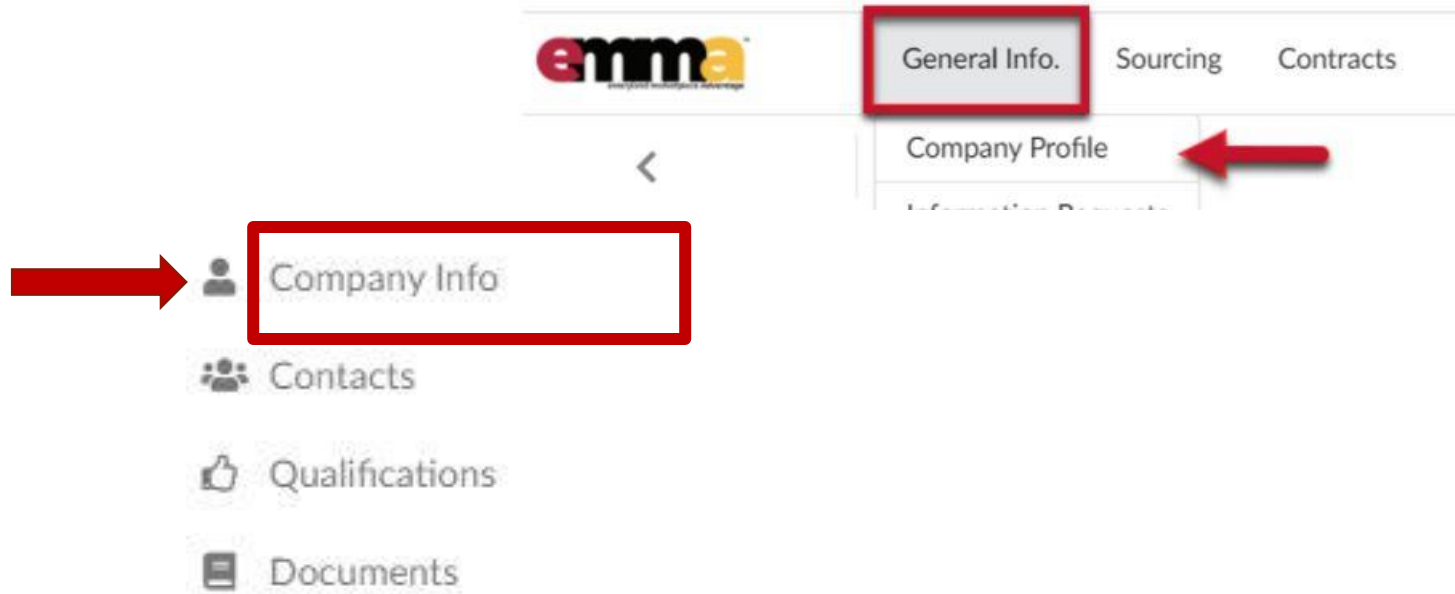
Public Contracts



Vendor Search

# SBR Certification

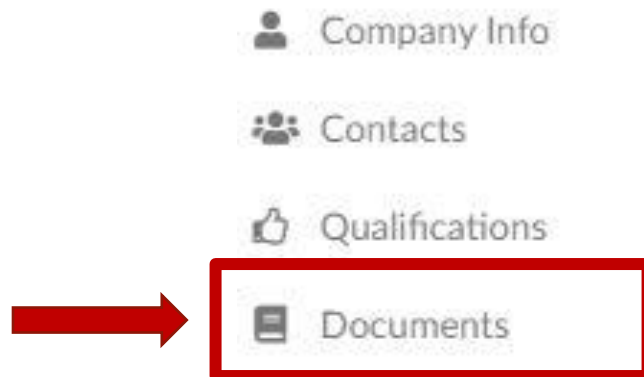
2) Select the "General Information" tab and select "Company Profile", which will direct you to the "Company Info" section.





# SBR Certification

3) "Under the Company Info" section, to the left of the screen, select the "Documents" tab.



# SBR Certification

4) Within the "Documents" section, under "Attestations & General Documents," click on the '+' icon to the left of 'SBR Application'.

**ONLY** proceed with this step the first time you are applying for SBR.





# SBR Certification

8. Click the blue link **SBR Disclaimer** at the top of the window. A new browser tab opens with both the SBR Eligibility Standards and Disclaimer.

The screenshot shows the eMMA interface for editing a document. The left sidebar contains links for Company Info, Contacts, Documents, Qualifications, and Payment Info. The main content area is titled 'Edit document : Attestations & General Documents' and includes 'Save' and 'Archive' buttons. Under 'Document Details', the 'Small Business Reserve (SBR) Program Application' section is visible. It contains a link for 'SBR Eligibility Standards' and a blue link for 'SBR Disclaimer', which is highlighted with a red box. Below these links is a checkbox labeled 'I have read and agree to the Small Business Reserve Program disclaimer.' and a note instructing users to hover over tooltips for explanations.

9. Read this document and click the checkbox in eMMA that reads I have read and agree to the Small Business Reserve Program disclaimer.

This screenshot shows the same eMMA interface as the previous one, but with the checkbox 'I have read and agree to the Small Business Reserve Program disclaimer.' highlighted by a red box. The 'SBR Disclaimer' link remains visible in the 'Document Details' section.

# SBR Certification

10. Complete all required fields marked with a red asterisk (\*).

**NOTE:** Hover your cursor over the tooltips for additional information regarding the field.

Edit document : Attestations & General Documents

Document

☐ I have read and agree to the Small Business Reserve Program disclaimer. \*

**NOTE:** Please "hover-over" each tooltip (i) for explanation before selecting a response.

a Organization Type ① \*

b Is this business independently owned and operated? ① \*

c Is this business a subsidiary of another business? ① \*

d Is this a not-for-profit/nonprofit business? ① \*

e Are you a Broker? ① \*

f Is this business dominant in its field of operation at the national level? ① \*

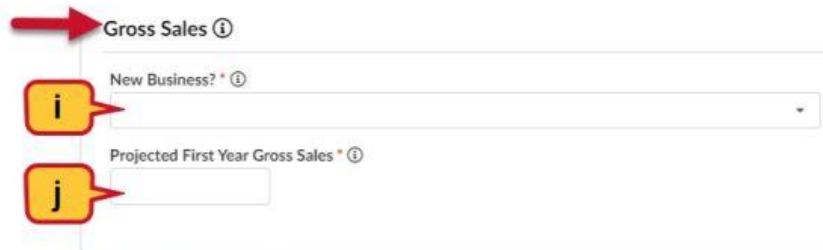
g Total number of employees on the payroll? ① \*

a. **Organization Type\*:** Click this field to open a drop-down menu and select the type of organization for your company.

**TOOL TIP:** Select the organization type that best fits your business. If you have questions about this requirement, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

# SBR Certification

Scroll down to the **Gross Sales** section.



Gross Sales ⓘ

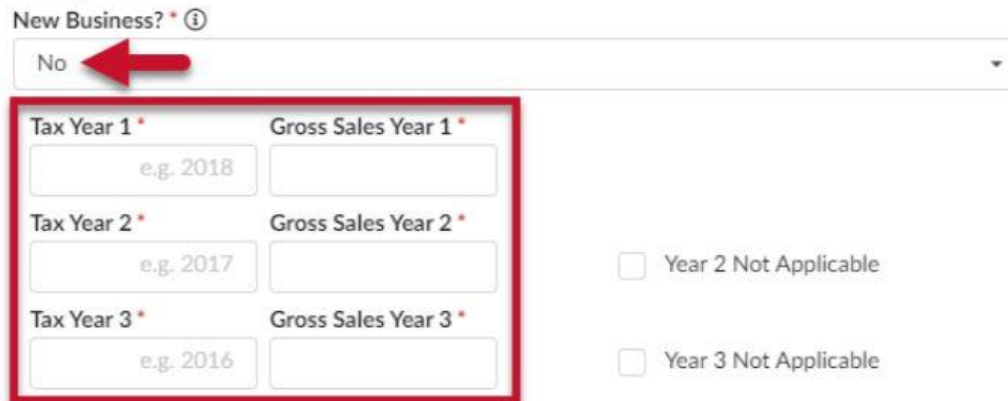
New Business? \* ⓘ

Projected First Year Gross Sales \* ⓘ

Figure 9: Gross Sales section.

- a. **New Business? \***: Select if your Business is new by selecting **Yes** or **No**.

**NOTE:** If you select **No** you will be required to fill out your Tax Year and Gross Sales Year Information. As shown below.



New Business? \* ⓘ

No

Tax Year 1 * e.g. 2018	Gross Sales Year 1 *
Tax Year 2 * e.g. 2017	Gross Sales Year 2 *
Tax Year 3 * e.g. 2016	Gross Sales Year 3 *

☐ Year 2 Not Applicable

☐ Year 3 Not Applicable

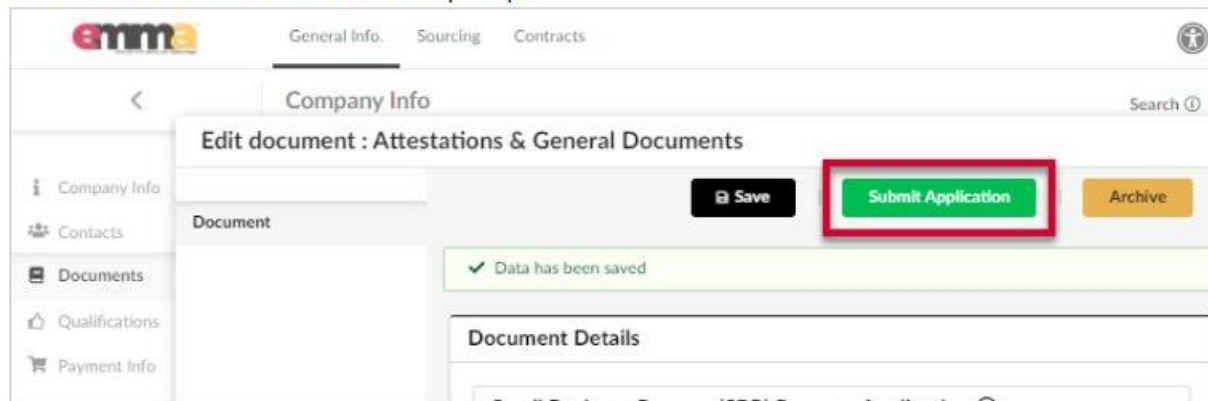
# SBR Certification

12. Click the **Save** button at the top of the window.

The screenshot displays the 'emma2' web application interface for SBR Certification. The top navigation bar includes 'General Info.', 'Sourcing', and 'Contracts'. The main header shows 'Company Info' and a search icon. The left sidebar contains links for 'Company Info', 'Contacts', 'Documents', 'Qualifications', and 'Payment Info'. The central area is titled 'Edit document : Attestations & General Documents' and features a 'Document' tab. A red box highlights the 'Save' button, with an 'Archive' button to its right. The 'Document Details' section contains the 'Small Business Reserve (SBR) Program Application' form. This form includes links for 'SBR Eligibility Standards' and 'SBR Disclaimer'. A checkbox is checked, indicating agreement to the disclaimer. A red note states: 'NOTE: Please "hover-over" each tooltip (i) for explanation before selecting a response.' Below this, the 'Organization Type' is set to 'Service' in a dropdown menu. The form also includes a question: 'Is this business independently owned and operated?'.

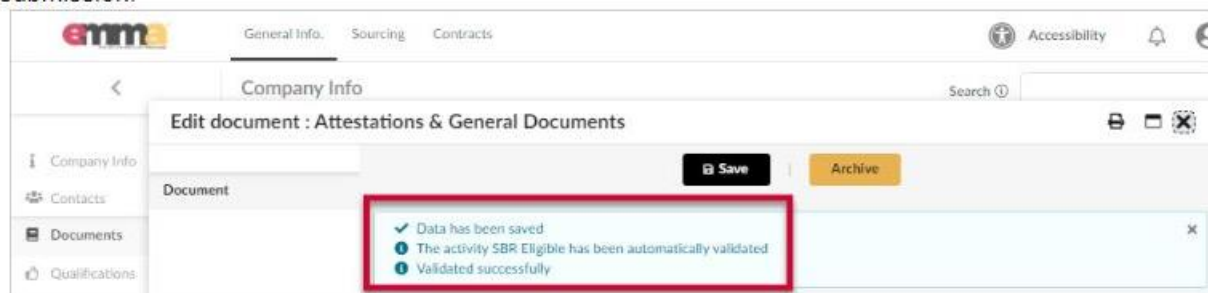
# SBR Certification

13. Click the **Submit Application** button at the top of the window. A prompt displays asking you to confirm submission. Click the **OK** button in the prompt.



The screenshot shows the eMMA interface for editing a document. The top navigation bar includes 'General Info.', 'Sourcing', and 'Contracts'. The left sidebar lists 'Company Info', 'Contacts', 'Documents', 'Qualifications', and 'Payment Info'. The main content area is titled 'Edit document : Attestations & General Documents'. It features a 'Document' section with a 'Save' button and a highlighted 'Submit Application' button. Below the button, a green notification banner displays a checkmark and the text 'Data has been saved'. The 'Document Details' section is partially visible below the notification.

A notification banner displays below the Submit Application button to indicate a successful or unsuccessful submission.



This screenshot shows the same eMMA interface as the previous one, but with a more detailed notification banner. The banner is light blue and contains three lines of text: a green checkmark followed by 'Data has been saved', a blue information icon followed by 'The activity SBR Eligible has been automatically validated', and a blue information icon followed by 'Validated successfully'. The 'Submit Application' button is no longer visible, and the 'Save' button is now highlighted. The 'Document Details' section is also visible below the notification.

**NOTE:** After submitting the application, close out of the form to find your program status listed within your eMMA account. If you meet the eligibility standards, your vendor profile update will include your SBR number and establish a one-year Expiration Date. You will find this information within the **Documents** tab (which is located on the left-hand side-panel and will immediately display upon closing the completed application form). Scroll down to the **Attestations & General Documents** section to see your approved Status and Expiration Date.

# SBR Certification

## Attestations & General Documents

① Att.	<a href="#">Certification Type</a>	<a href="#">Approval Status</a>	<a href="#">Status</a>	<a href="#">Document Name</a>	<a href="#">Document Date</a>	<a href="#">Expiration Date</a>	<a href="#">Date Status</a>
 	SBR Application	Approved	✓		6/17/2021	6/17/2022	
1 Result(s)							



# SBR Certification

The screenshot displays the 'Company Info' page in the e-mm2 system. The left sidebar contains navigation links: Company Info (highlighted with a red box), Contacts, Documents, Qualifications, and Payment Info. The main content area is titled 'Company Info' and includes a 'Save' button and an 'Answer Questionnaire' button. Below this is the 'Procurement Programs' section, which contains a 'State Programs' subsection. The 'State Programs' section includes a link for more information and a form asking if the company is currently enrolled in various programs. The 'Small Business Reserve (SBR)' section has a 'No' button and an 'Apply for the SBR Program?' button. The 'Veteran-Owned Small Business Enterprise (VSBE)\*' section has a 'No' button and an 'Apply for the VSBE Program?' button. The 'Minority-Owned Business Enterprise (MBE)\*' section has a 'No' button and a link to apply. The 'SBR Certification #' field is highlighted with a red box and contains the value 'SB22-011534'.

General Info. Sourcing Contracts

< Company Info

Save Answer Questionnaire

Company Info

Contacts

Documents

Qualifications

Payment Info

Procurement Programs

State Programs

For information regarding the programs listed below, [click here](#).

Is your company currently enrolled in the following programs?

Small Business Reserve (SBR) Apply for the SBR Program? SBR Certification #

No Yes SB22-011534

Veteran-Owned Small Business Enterprise (VSBE)\* Apply for the VSBE Program?

No No

Minority-Owned Business Enterprise (MBE)\* If you want to apply for the MBE program, [click here](#).

No

**NOTE:** Failure to recertify by your expiration date will automatically result in removal from the SBR Program. However, if your certification expires, you can submit a new application. If you are found eligible for the program, a new SBR Certification number will be issued.



# SBR Recertification

**NOTE:** Failure to recertify by your expiration date will automatically result in removal from the SBR Program.

Upon approval of a SBR Recertification, eMMA will automatically set a new Expiration Date and the Date Status will show as a green dot in the “Documents” section of your vendor profile.

Your SBR number will change.



# **SBR Certification**

If you are found non-compliant and you feel you made a mistake, you may contact us at the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

# SBR Recertification

## SBR Recertification

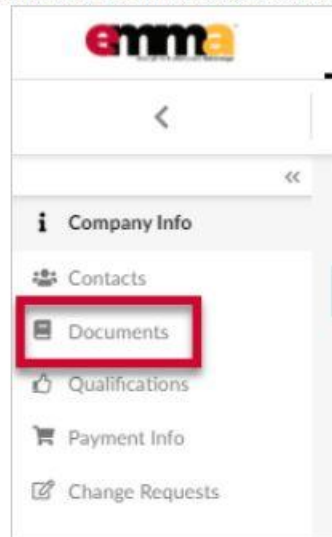
**NOTE:** A notice will display on your **Company Info** page in eMMA when your SBR certification is 30 days from expiration. The 30-day SBR Application Expiring Notification goes to any vendor user that has the Vendor Admin profile. You must renew within this 30-day window or else your certification will expire. If you submit a renewal application prior this 30-day window, it will not be processed.

### Prerequisites

If you are a newly formed business, and have not submitted your tax return, you will need to have a **gross sales estimate** for your business.

If you are an established business, you will need your most recent years tax filing (up to three years) to enter gross sales in this form.

1. Click the **Documents** tab on the left-hand side-panel.








# SBR Recertification

2. Scroll down to the **Attestations & General Documents** section and click Add (plus sign) icon to the far left of the SBR Application. A pop-up window displays with form fields (the application).

**NOTE:** Do NOT click the pencil icon. Only the plus sign icon will create a new form for your renewal.

3 Result(s)

Attestations & General Documents					
Att.	Certification Type	Approval Status	Status	Document Name	Document E
 	SBR Application	Approved	✓		12/14/
   Invoice.docx	Invoice	Approved	✓		8/12/


2 Result(s)

Bank Documents

3. Complete all required fields marked with an asterisk. (\*)

**Edit document : Certifications**

Document



**Small Business Reserve (SBR) Program Application** ⓘ

[SBR Eligibility Standards](#) [SBR Disclaimer](#)

☒ I have read and agree to the Small Business Reserve program disclaimer. \*

Organization Type \* ⓘ

Is your business independently owned and operated. \* ⓘ

Is this business a subsidiary of another business? \* ⓘ

Is this a not-for-profit/nonprofit business? \* ⓘ

Are you a Broker? \* ⓘ

# SBR Recertification

4. Scroll down to the Gross Sales section and click the **New Business?** field to open the drop-down menu and select the **Yes** or **No** option. A red asterisk (\*) indicates a required field.

The screenshot shows the 'Gross Sales' section of the form. It includes a red-bordered box around the 'New Business?' dropdown menu, which is currently empty. Below this, there are two fields: 'Document Type' with the value 'SBR Application' and 'Status' with the value 'Draft'.

- If you select the **Yes** option, the **Projected First Year Gross Sales** field displays. Enter your projected first year gross sales in this field.
- If you select the **No** option, new required fields display. You are required to fill out your Tax Year and Gross Sales Year Information based on your previous three years of tax returns. Enter information in the appropriate fields for the last three Tax Years 1-3 and the gross sales for those years. If you don't have that information because you weren't in business, then select the not applicable checkboxes to the right of the year.

The screenshot shows the 'New Business?' dropdown menu with the value 'No' selected, indicated by a red arrow. Below this, there is a red-bordered box around the required fields for the last three tax years. The fields are arranged in two columns: 'Tax Year' and 'Gross Sales Year'. The 'Tax Year' fields have example values: 'e.g. 2018', 'e.g. 2017', and 'e.g. 2016'. To the right of the 'Gross Sales Year' fields, there are checkboxes for 'Year 2 Not Applicable' and 'Year 3 Not Applicable'.

# SBR Recertification

5. Click the **Save** button at the top of the window.

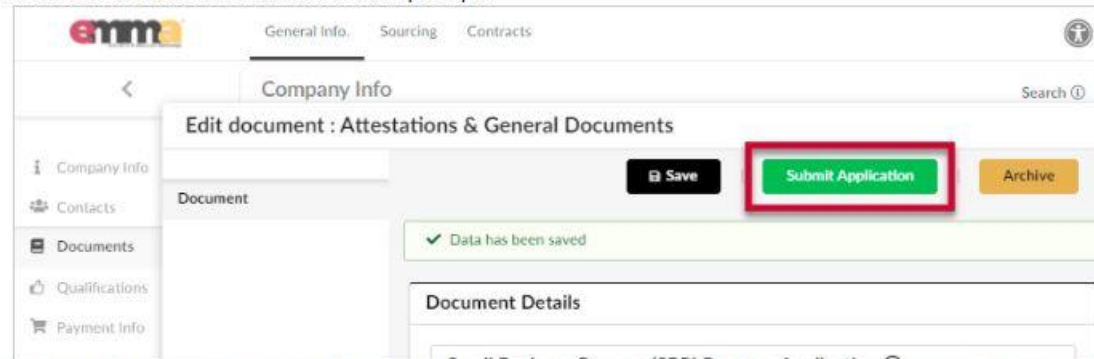
**NOTE:** If you have questions **before you submit** your application, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.

The screenshot shows the 'emma' system interface. At the top, there are tabs for 'General Info.', 'Sourcing', and 'Contracts'. Below these is a 'Company Info' header with a search icon. A left sidebar contains links for 'Company Info', 'Contacts', 'Documents', 'Qualifications', and 'Payment Info'. The main area is titled 'Edit document : Attestations & General Documents'. At the top of this area are two buttons: 'Save' (highlighted with a red box) and 'Archive'. Below the buttons is a 'Document Details' section. It contains a title 'Small Business Reserve (SBR) Program Application' with an information icon. Underneath are links for 'SBR Eligibility Standards' and 'SBR Disclaimer'. A checkbox is checked with the text 'I have read and agree to the Small Business Reserve Program disclaimer. \*'. Below this is a red note: 'NOTE: Please "hover-over" each tooltip (i) for explanation before selecting a response.' Then, there is a dropdown menu for 'Organization Type' with 'Service' selected. At the bottom, there is a question 'Is this business independently owned and operated?' with an information icon.

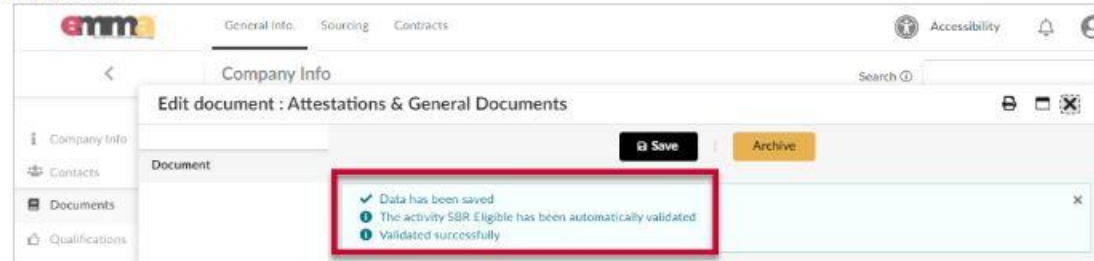


# SBR Recertification

6. Click the **Submit Application** button at the top of the window. A prompt displays asking you to confirm submission. Click the **OK** button in the prompt.










A notification banner displays below the Submit Application button to indicate a successful or unsuccessful submission.





# SBR Recertification

**NOTE:** eMMA will automatically set a new **Expiration Date**. The **Date Status** will show as a red dot in the **Documents** section of your vendor profile until validated, at which point it becomes green. Your SBR number will remain the same. In the image below the first line represents the current SBR certification (close to expiration). The second line represents the renewed application. Notice that it is Approved but the Date Status has the red dot which will remain until the application is validated.

Attestations & General Documents							
①	Att.	Certification Type	Approval Status	Approved	Document Name	Document Date	Expiration Date Date Status
		SBR Application	Approved	✓		3/30/2021	3/30/2022 
		SBR Application	Approved	✓		3/31/2022	3/31/2023 
2 Result(s) Result(s)							



**NOTE:** Failure to recertify by your expiration date will automatically result in removal from the SBR Program.

For additional assistance with the recertification process, call the Governor's Office of Small, Minority & Women Business Affairs at 410-697-9600 and ask to speak with an SBR Compliance Manager.


# Public Vendor Search




**PRO TIP:** You can also find your SBR information in a public **Vendor Search** on the eMMA login page.

 [New Vendor? Register Now](#) [Vendor Search](#) [Public Solicitations](#) [Public Contracts](#)  Accessibility

[Login](#)

 Fields marked by an asterisk \* are mandatory

Welcome to eMaryland Marketplace Advantage (eMMA)



eMMA is Maryland's new online procurement platform used to connect the vendor community with contracting opportunities from state, county, and local government entities. Registered vendors will receive notices of bid opportunities, can submit bid responses online, and may obtain bid results online.

Qualified vendors may also complete the self-certification process for the Small Business Reserve (SBR) Program and Veteran-owned Small Business Enterprise (VSBE) Program.

eMMA facilitates an open, transparent, and efficient procurement process. We look forward to doing business with you!

Additional information can be found in the [Frequently Asked Questions](#) and [Quick Reference Guides](#). Any questions please contact the eMMA Help Desk at [eMMA.helpdesk@maryland.gov](mailto:eMMA.helpdesk@maryland.gov).

**LOGIN**

Login\*


Email / Username


Password\*


Login


State SSO Login(SecureAuth) MDOT SSO Login(MSAzure)

[Lost your password?](#)

 [New Vendor? Register Now](#)

 [Public Solicitations](#)

 [Public Contracts](#)

 [Vendor Search](#)

# Public Vendor Search

7 - eMMA SBR Certification  
and Recertification

9 - eMMA QRG -  
Public Vendor Search for Vendors

10 - eMMA QRG -  
Vendor Bid Holder List

11 - eMMA QRG -  
Vendor Bid Tabulation

[9 eMMA QRG - Public Vendor Search for Vendors](#)

# Public Vendor Search

Fill out the search fields to filter on vendors based on your needs. You can filter your searches by selecting **Vendor Name**, **Commodities**, **Areas Served**, **Country**, and **State**.

The image shows a search form with the following fields and callouts:

- Vendor Name** (text input) with callout **a**
- Commodities** (dropdown menu) with callout **b**
- Areas Served** (dropdown menu) with callout **c**
- Country** (dropdown menu) with callout **d**
- State** (dropdown menu) with callout **e**
- ☐ **VSBE Vendor** with callout **g**
- ☐ **SBR Vendor** with callout **f**

Buttons: **Q Search** (black) and **Reset** (gray).

Figure 4: Search fields and filters.

- a. **Vendor Name:** Type in the name of the
- b. **Commodities:** Choose the commodity that you are looking for.
- c. **Areas Served:** Select the areas you are looking for.
- d. **Country:** Select the country.  
**NOTE:** You can only choose 1 country.
- e. **State:** Select the state that you are interested in.
- f. **VSBE Vendor:** Check this box if you are searching for a **Veteran-owned Small Business Enterprise**.
- g. **SBR Vendor:** Check this box if you are searching for **Small Business Reserve Vendors**.

# Public Vendor Search

Keywords

Commodities

Areas Served

Q Search

Reset

Company Name

eMMA Vendor ID

DATA DOC, MD LLC

Country

State

Levels related with the supplier

UNITED STATES

Group, Entity

☐ VSBE Vendor

☒ SBR Vendor

Filters Country: UNITED STATES X SBR Vendor: ☒ X Levels related with the supplier: Group Entity Company Name: DATA DOC, MD LLC X

eMMA Vendor ID	Company Name	City	State	Postal Code	Vendor Contact	SBR Vendor	SBR Certification #	SBR Expiration Date	VSBE Vendor	VSBE Certification #	VSBE Expiration Date	Website	AP Invoice Email	AP Invoice Phone
SUP863741	DATA DOC, MD LLC.	Silver Spring	MD	20904	Cherisse Robles	<input checked="" type="checkbox"/>	SB22-022222	5/15/2023	<input type="checkbox"/>			www.datadocmd.com	crobles@datadocmd.com	301-980-1648
SUP017728	Maryland Boat Sales	MIDDLE RIVER	MD	21221	MICHAEL MICELI	<input checked="" type="checkbox"/>	SB22-027654	10/24/2023	<input type="checkbox"/>				MMICELI@MDBOATSALLES.COM	4433241368
SUP995034	O4C3 Consulting Services	Littleton	NH	03561	James Richardson	<input checked="" type="checkbox"/>	SB22-027101	10/16/2023	<input type="checkbox"/>				Preparednessplanning@gmail.com	6034916916
SUP1004714	095076826	Baltimore	MD	21207	Osman Ramirez	<input checked="" type="checkbox"/>	SB23-034328	2/10/2024	<input type="checkbox"/>					4439851334
SUP994386	1 Alpha Consulting LLC	Carlisle	PA	17013	Tom Holloway	<input checked="" type="checkbox"/>	SB22-028109	10/31/2023	<input checked="" type="checkbox"/>	VB22-028112	10/31/2023	www.1alphaconsulting.com	tom@1alphaconsulting.com	7172811190
SUP008697	1 PRIME SOURCE LLC	OXON HILL	MD	20745	Melissa Wills	<input checked="" type="checkbox"/>	SB22-021622	4/11/2023	<input type="checkbox"/>					
SUP1001811	10+1 LLC	Hanover	MD	21076	Kara Banks	<input checked="" type="checkbox"/>	SB23-031880	1/9/2024	<input checked="" type="checkbox"/>	VB23-031879	1/9/2024	https://tenplus1.com/	contact@tenplus1.com	3018612184
SUP783556	1351 Investigations LLC	Hanover	MD	21076	Jefferson Golas	<input checked="" type="checkbox"/>	SB21-015593	6/26/2023	<input checked="" type="checkbox"/>	VB22-022505	6/1/2023		1351investigationsllc@gmail.com	4439945066
SUP775503	1Smart Consulting	Baltimore	MD	21223	Babajide Sanwo	<input checked="" type="checkbox"/>	SB21-015453	6/17/2023	<input type="checkbox"/>			1Smart.us	john@1Smart.us	2404866547
SUP028168	1Source Management Consulting LLC	Bowie	MD	20716	Tiffany Presmy	<input checked="" type="checkbox"/>	SB21-017327	10/30/2023	<input type="checkbox"/>			www.1SourceManagementLLC.com	info@1sourcemanagementllc.com	301-458-0031

1 2 3 4 5 6 7 > More than 150 Result(s)

# Verifying SBR Certification

The screenshot displays the 'Company Info' page in the eMM system. The left sidebar contains navigation links: 'Company Info' (highlighted with a red box), 'Contacts', 'Documents', 'Qualifications', and 'Payment Info'. The main content area is titled 'Company Info' and includes a 'Save' button and an 'Answer Questionnaire' dropdown. Below this is the 'Procurement Programs' section, which contains a 'State Programs' subsection. This subsection provides information about various certification programs and includes a table for enrollment status and application options.

Program	Is your company currently enrolled in the following programs?	Apply for the Program?	Certification #
Small Business Reserve (SBR)	<input type="text" value="No"/>	<input type="text" value="Yes"/>	<input (highlighted="" a="" box)<="" red="" td="" type="text" value="SB22-011534" with=""/>
Veteran-Owned Small Business Enterprise (VSBE)*	<input type="text" value="No"/>	<input type="text" value="No"/>	
Minority-Owned Business Enterprise (MBE)*	<input type="text" value="No"/>	<input type="text" value="No"/>	



# Verifying SBR Certification

Attestations & General Documents							
① Att.	<a href="#">Certification Type</a>	<a href="#">Approval Status</a>	<a href="#">Status</a>	<a href="#">Document Name</a>	<a href="#">Document Date</a>	<a href="#">Expiration Date</a>	<a href="#">Date Status</a>
 	SBR Application	Approved	✓		6/17/2021	6/17/2022	
1 Result(s)							





Call or email the SBR helpdesk

410-697-9600

Tanita Johnson

[tanita.johnson1@maryland.gov](mailto:tanita.johnson1@maryland.gov)

Lisa Mitchell Sennaar

[lisa.sennaar@maryland.gov](mailto:lisa.sennaar@maryland.gov)



# **Identifying Bid opportunities Through the State Contracting Pipeline**

*Governor's Office of Small, Minority & Women Business Affairs*

# State Contracting Pipeline



**eMaryland Marketplace  
Advantage (eMMA)**



**Procurement Forecast**



**Board of Public Works**

# State Contracting Pipeline

## Mining Public Data Techniques

### eMaryland Marketplace Advantage (eMMA)

Watch the Video

View Slide Deck Presentation

### Procurement Forecast

Watch the Video

View Slide Deck Presentation

### Board of Public Works

Watch the Video

View Slide Deck Presentation

<https://gomdsmallbiz.maryland.gov/Pages/Ready-Set-GROW.aspx>

# Procurement Categories

Small  
Procurement  
- *Category I*

Small  
Procurement  
- *Category II*

Small  
Procurement  
- *Category III*

Formal  
Procurement

# Procurement Categories

## Small Procurement – *Category III:*

- \$15,001 - \$50,000
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror

## Formal Procurement:

- \$50,000+
- Written solicitation required
- Must be published on eMMA
- Must try to get a least 2 valid quotes
- Awarded to the lowest/best **responsive & responsible** bidder/offeror



# eMMA

## Identifying SBR Bid opportunities

You should be receiving bid notifications to the email address that was named as the **Primary Contact** for the commodity codes that you selected in your registration. Some of these solicitations should be SBR Designated Only.



# eMMA

## Identifying SBR Bid opportunities

Navigate to the eMMA login page [eMMA login page](#) select on the right side below the login and New Vendor links.

You can use the eMMA QRG:  
[3 eMMA QGR – Viewing Open Solicitations](#) to guide you.

# eMMA

## Viewing Public Solicitations

Welcome to eMaryland Marketplace Advantage (eMMA)





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### LOGIN

 Email / Username	
 Password	<input type="button" value="Login"/>

[Lost your password?](#)



[New Vendor? Register Now](#)



[Public Solicitations](#)



[Public Contracts](#)



[Vendor Search](#)

# eMMA

## Viewing Public Solicitations

Keywords

Category

Status

Open

Search

Reset

Advanced Search

Type

Authority

☐ SBR Designation

☐ SBE Goal

Award Status

Agency

☐ MBE Goal

☐ MBE Sub-Goal

Sub Agency

☐ VSBE Goal

☐ DBE Goal


Site

Filters Status: Open X

ID	Title	Status	Due / Close Date	Main Category	Solicitation Type	Issuing Agency	Bid Holders List	eMM ID
BPM017419	<a href="#">Carsin's Run Stream Mitigation</a>	Open	2/19/2020	Heavy construction services	Public Notice	<ul style="list-style-type: none"><li>Maryland Transportation Authority</li></ul>		
BPM017959	<a href="#">Stream and Wetland Restoration Maintenance Services at BWI Marshall Airport</a>	Open	3/19/2020	Environmental protection	Public Notice	<ul style="list-style-type: none"><li>Maryland Aviation Administration</li></ul>		
BPM016538	<a href="#">Substance Abuse Treatment Services</a>	Open	2/5/2020	Health programs	RFP: Double Envelope Proposal	<ul style="list-style-type: none"><li>Department of Public Safety and Correctional Services</li></ul>		

# eMMA

## Viewing Public Solicitations

 [New Vendor? Register Now](#) [Vendor Search](#) [Public Solicitations](#) [Public Contracts](#)

[MMD 23-026 Replacement of Awning Metal Roofs at Building E4225 Edgewood Installa...](#) [Return](#)

**Solicitation Info**

[Pricing \(Ext\)](#)

[Overview](#)

[Add to My Solicitations](#)

To respond to this solicitation click "Add to My Solicitation" and either login or register.

Title	ID	Lot #	Round #	Status	Due / Close Date (EST)	Due / Close Date (EST)
MMD 23-026 Replacement of Awning Metal Roofs at Building E4225 Edgewood Installation	BPM036005	1	1	Open	Mar 15 2023 2:00PM	Mar 15 2023 2:00PM

**Issuing Agency**  
Military Department

**Procurement Officer / Buyer**  
Elise KOCH

**Email**  
elise.koch1@maryland.gov

**Solicitation Summary**  
The Maryland Military Department (MMD or Department) is soliciting bids to procure the following:  
Contractor to perform the replacement of deteriorating corrugated metal roof panels and refinishing of associated components of two (2) awnings at the front entrances of the dining facility, Building E4225, at Edgewood Installation.

**Small Business Reserve Designation**

**Procurement Program Participation Goals**

**Solicitation Links**

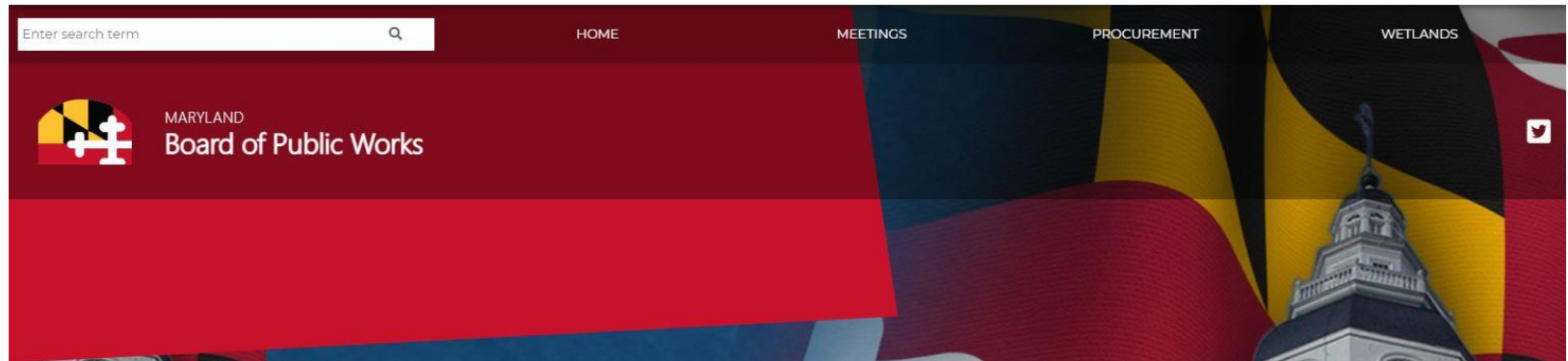
**Attachments**

Title	Type	Att.	Last Modified on UTC-5	Creation Date UTC-5	Validity End Date
MMD 23-026 Replacement of Awning Metal Roofs at Edgewood Installation: Specification Document (Approved)	PDF	MMD 23-026 Replacement of Awning Metal Roofs at Edgewood Installation Solicitation final 02.22.2023.pdf	2/22/2023 4:21:26 PM	2/22/2023 4:21:23 PM	

1 Result(s)

# Board of Public Works

[www.bpw.maryland.gov](http://www.bpw.maryland.gov)



## BPW Meetings

- Meeting Information
- BPW Meeting Documents
- Live Meeting Broadcast
- Meeting Calendar

## Publications

- All Publications
- Reports Due to BPW
- Advisories
- Debarments
- Pending Regulations
- PAAR

## About BPW

- Staff
- Organizational Chart
- Directions and Parking
- About BPW

## Spotlight

- 2023 BPW Meeting Schedule
- FY 2023 State Tax Rate
- Maryland Department of Health - Coronavirus Disease 2019 (COVID-19) Information
- FY 2022 Procurement Advisor's Report
- eMaryland Marketplace Advantage (eMMA) Registration Now Open!
- NASPO State Preference Repository

Meeting LiveStream





# Board of Public Works

[www.bpw.maryland.gov](http://www.bpw.maryland.gov)

(1) Select from the meeting dates provided

(2) Select “Agenda”

PAGE TWO

## BOARD OF PUBLIC WORKS TABLE OF CONTENTS *MARCH 1, 2023*

Item		Section page no.	Overall page no.
<b>MARYLAND DEPARTMENT OF TRANSPORTATION</b>			
1-2	Maryland Aviation Administration (MAA)	MDOT1	43
3-4	Maryland Transit Administration (MTA)	MDOT5	47
5	Motor Vehicle Administration (MVA)	MDOT9	51
6-13	State Highway Administration (SHA)	MDOT11	53
14	The Secretary's Office (TSO)	MDOT24	66
<b>DEPARTMENT OF GENERAL SERVICES/ OFFICE OF STATE PROCUREMENT</b>			
1-21	Capital Grants and Loans	OSP1	68
22	Construction	OSP23	90
23-26	Services	OSP25	92
27-30	Information Technology	OSP33	100
31	Maintenance	OSP56	123
32-34	Real Property	OSP58	125
35	Landlord Lease	OSP64	131



# Board of Public Works



DEPARTMENT OF GENERAL SERVICES  
OFFICE OF STATE PROCUREMENT  
ACTION AGENDA  
March 1, 2023

OSP 35



Contact: Victoria Bell 410-767-0121  
victoria.bell@maryland.gov

**28-IT. INFORMATION TECHNOLOGY**  
*State Department of Education, Division of Rehabilitation Services*

**Contract ID:** Two-Way Interface Messaging Communication System; DORS FY22-0012  
ADPICS No.: R00B3600083

**Contract Description:** State-of-the art commercially available, fully customizable, application to automate collecting required, relevant and accurate Workforce Innovation and Opportunity Act (WIOA) data.

**Award:** The Career Index; Liberty Lake, WA (SBE)

**Contract Term:** 04/01/2023 - 03/31/2028 (w/two 1-year renewal options)

**Amount:** \$1,399,774.84 (Base Contract, 5 years)  
\$ 280,074.96 (Renewal Option # 1, 1-year)  
~~\$ 280,074.96~~ (Renewal Option #2, 2-year)  
\$1,959,924.76 Total

**Procurement Method:** Competitive Sealed Proposals (SBR - Designated)

**Proposals:**

Offerors	Technical Rankings	Financial Offers (Rankings)	Overall Rankings
The Career Index; Liberty Lake, WA	1	\$1,959,924.76 (2)	1
AlxTel, Inc.; Silver Spring, MD	2	\$1,472,565.00 (1)	2

\*Technical rankings weighed more than financial rankings.

**MBE/SBE Participation:** 0% / 0%

**Performance Security:** No

# Procurement Forecast

<https://gomdsmallbiz.maryland.gov/Pages/Forecasting.aspx>



## Quick Links

[About Us](#)

[FAQs](#)

[Legislation and Policy](#)

[Outreach](#)

[News](#)

[Reports](#)

[Contact Us](#)



**SBR PROGRAM  
REPORTING TOOLKIT**



**MBE PROGRAM  
REPORTING TOOLKIT**



**VSBE PROGRAM  
REPORTING TOOLKIT**



## Attention SBR & VSBE Vendors

If you are experiencing problems with certification or recertification in eMMA, call us for assistance at 410-697-9600.

## COVID RESOURCES

- [COVID-19 Information & Resources for Businesses](#)
- [Maryland Unites! A-to-Z Resources on COVID-19](#)

## TOP WEBSITE PICKS

- [Expanding Opportunities Magazine](#)
- [eMaryland Marketplace Advantage \(eMMA\)](#)
- [SBR Liaisons](#)
- [MBE Liaisons](#)
- [MBE Rights & Responsibilities](#)
- [Procurement Portal](#)
- [Maryland Business Express](#)
- [Maryland Entrepreneur Hub](#)
- [FY2021 Customer Service Annual Report](#)

## VIDEO CLIPS SERIES

- [Technical Training Classroom](#)
- [Business Best Practices](#)
- [Prime Contracting in the SBR Program](#)

## Procurement Forecast Portal

Welcome to Maryland's Procurement Forecast Portal for Fiscal Year 2023.

This database is populated with projected purchases of \$100,000 and above for the current fiscal year. Not all projected purchases will be made as indicated in the Procurement Forecast.

We strongly advise you to connect with the buyer directly for details and updates.

To obtain the contact information of the buyer, download your search results by clicking on "EXPORT TO EXCEL" below.

Search - Description

Search by Agency

Search by Procurement Categories

Search by Contract Value

Search

Search by Region

Search by Projected Advertisement Dates

Export To Excel

Reset All Filters

Agency Name: Agriculture  
Procurement Category: Supplies and Equipment  
Procurement Method: To Be Determined  
Description: Insecticides for Mosquito Control Program  
Location/Delivery: STATEWIDE  
Estimated Advertisement Date: Q2 (Oct -Dec. 2022)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000  
Term of Contract: 1-2 years

Agency Name: Bowie State University  
Procurement Category: Maintenance  
Procurement Method: USM Simplified \$5k to \$200k  
Description: Elevator Maintenance  
Location/Delivery: CENTRAL MARYLAND  
Estimated Advertisement Date: Q4 (April-June 2023)  
Estimated Total Contract Award (no options): USM Simplified \$5,000 to \$200,000



# Procurement Forecast

## Example #1 Search

Export To Excel

Reset All Filters

Search - Description

University of Maryland, College Park

Search

Search by Procurement Categories

Search by Region

Q3 (Jan.-March 2023)

Search by Contract Value

Agency Name: University of Maryland, College Park  
Procurement Category: Maintenance  
Procurement Method: Competitive Sealed Proposal  
Description: On-Call painting work  
Location/Delivery: SOUTHERN MARYLAND  
Estimated Advertisement Date: Q3 (Jan.-March 2023)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000  
Term of Contract: 5 years or more

Agency Name: University of Maryland, College Park  
Procurement Category: Architectural Services  
Procurement Method: Competitive Sealed Proposal  
Description: On-call MEP A/E Services  
Location/Delivery: SOUTHERN MARYLAND  
Estimated Advertisement Date: Q3 (Jan.-March 2023)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000  
Term of Contract: 5 years or more

Agency Name: University of Maryland, College Park  
Procurement Category: Information Technology - Services  
Procurement Method: Other  
Description: Software support  
Location/Delivery: To be Determined  
Estimated Advertisement Date: Q3 (Jan.-March 2023)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000  
Term of Contract: 1-2 years

Agency Name: University of Maryland, College Park  
Procurement Category: Information Technology - Services  
Procurement Method: Other  
Description: IBM Mainframe alert  
Location/Delivery: SOUTHERN MARYLAND  
Estimated Advertisement Date: Q3 (Jan.-March 2023)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000  
Term of Contract: 5 years or more

# Procurement Forecast

## Example #1 Results Partial View

	A	C	D	E	G	I	J	L	M	N
1	Agency Name	Incumbent Name	Current MBE/DBE	Procurement Categ	Description	Estimated Advertise	Estimated Total Cor	PO Name	PO Phone	PO Email
2	University of Maryland	Various	SBR	Maintenance	On-Call painting work	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Patrick Walsh	(301) 405-3357	walshpt@umd.edu
3	University of Maryland	Various		Architectural Services	On-call MEP A/E Services	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Karen Elvidge	(301) 405-3269	kelvidge@umd.edu
4	University of Maryland	IBM		Information Technolog	Software support	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Monique Anderson	(301) 405-5859	mander19@umd.edu
5	University of Maryland	Sirius Computer Soluti		Information Technolog	IBM Mainframe alert	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Monique Anderson	(301) 405-5859	mander19@umd.edu
6										

# Procurement Forecast

## Example #2 Search



Search - Description

Search

Export To Excel

Reset All Filters

All items checked

Information Technology - Services

Search by Contract Value

Search by Region

Search by Projected Advertisement Dates

Agency Name: Budget and Management  
Procurement Category: Information Technology - Services  
Procurement Method: Sole Source  
Description: SPS Workday technical staffers who provide day to day leadership and support for the maintenance of the system.  
Location/Delivery: STATEWIDE  
Estimated Advertisement Date: Q1 (July-Sept. 2022)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000  
Term of Contract: Less than 1 year

Agency Name: Budget and Management  
Procurement Category: Information Technology - Services  
Procurement Method: Sole Source  
Description: SPS Workday technical staffers who provide day to day leadership and support for the maintenance of the system.  
Location/Delivery: STATEWIDE  
Estimated Advertisement Date: Q1 (July-Sept. 2022)  
Estimated Total Contract Award (no options): \$100,000 to \$500,000  
Term of Contract: Less than 1 year

Agency Name: Budget and Management  
Procurement Category: Information Technology - Services  
Procurement Method: IT Task Order (PORFP)  
Description: Adobe Sign for Enterprise Subscription  
Location/Delivery: STATEWIDE  
Estimated Advertisement Date: Q1 (July-Sept. 2022)  
Estimated Total Contract Award (no options): \$15,000 to \$99,000  
Term of Contract: 1-2 years

Agency Name: Budget and Management  
Procurement Category: Information Technology - Services  
Procurement Method: IT Task Order (PORFP)  
Description: State Fleet Management System  
Location/Delivery: STATEWIDE  
Estimated Advertisement Date: Q1 (July-Sept. 2022)  
Estimated Total Contract Award (no options): \$500,001 to \$1,000,000  
Term of Contract: 5 years or more

Agency Name: Controller



# Procurement Forecast

## Example #2 Results Partial View

1	Agency Name	Incumbent Name	Current	Procurement Method	Description	Estimated Advertise	Estimated Total Contract	PO Name	PO Phone	PO Email
2	Comptroller	John F. O'Hare trading as Qua	25.00%	IT Task Order (CATS)	Consulting Services for	Q3 (Jan.-March 2023)	\$500,001 to \$1,000,000	Michael Balderson	410-260-6330	mbalderson@marylandtaxes.gov
3	Human Services	N/A	30%	Competitive Sealed Propo	To provide CSA Trainin	Q3 (Jan.-March 2023)	\$1,000,001 to \$5,000,000	Vashti Green	443.676.9656 &	Vashti.Green@Maryland.Gov
4	Human Services	Daly Computers, Inc.		Competitive Sealed Propo	Solarwinds Licenses	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	S. Little	410-238-1215	sharon.little@maryland.gov
5	Human Services	SHI		Competitive Sealed Propo	Smartsheet (500 licens	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	A. Taylor	410 238-1232	antoINETte.taylor@maryland.gov
6	Human Services	En-Net		Competitive Sealed Propo	MicroFocus ZENworks	Q3 (Jan.-March 2023)	\$500,001 to \$1,000,000	A. Taylor	410 238-1232	antoINETte.taylor@maryland.gov
7	Human Services	Presidio		Competitive Sealed Propo	Pure Maintenance	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	A. Taylor	410 238-1232	antoINETte.taylor@maryland.gov
8	Labor	CSG Government Solution	0.00%	Sole Source	Project Manager UI M	Q3 (Jan.-March 2023)	\$1,000,001 to \$5,000,000	Emmanuel Smith	410-767-2650	emmanuel.smith@maryland.gov
9	Labor	Central Square Technologies	0.00%	Sole Source	Safety Inspection Date	Q3 (Jan.-March 2023)	\$15,000 to \$99,000	Emmanuel Smith	410-767-2650	emmanuel.smith@maryland.gov
10	Transportation - Motor Veh	SHI Inc.	0.00%	IT Task Order (PORFP)	Vormetric support (sto	Q3 (Jan.-March 2023)	\$15,000 to \$99,000	Norma Humphries	410-768-7306	nhumphries@mdot.maryland.gov
11	Transportation - Motor Veh	SHI Inc.	0.00%	IT Task Order (PORFP)	Business Intelligence	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Norma Humphries	410-768-7306	nhumphries@mdot.maryland.gov
12	Transportation - Motor Veh	Customer Software Solutions	0.00%	IT Task Order (Other)	Business Intelligence	Q3 (Jan.-March 2023)	\$1,000,001 to \$5,000,000	Norma Humphries	410-768-7306	nhumphries@mdot.maryland.gov
13	University of Maryland, Co	IBM		Other	Software support	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Monique Anderson	(301) 405-5859	mander19@umd.edu
14	University of Maryland, Co	Sirius Computer Solutions		Other	IBM Mainframe alert	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Monique Anderson	(301) 405-5859	mander19@umd.edu
15	Transportation - Office of t	SHI INTERNATIONAL CORP	0.00%	Other	TSO MDOT Microsoft	Q3 (Jan.-March 2023)	\$100,000 to \$500,000	Joe Palechek	410-856-1137	jpalechek@mdot.maryland.gov
16	Transportation - Office of t	SHI INTERNATIONAL CORP	0.00%	IT Task Order (PORFP)	TSO Conga OIR/GB 2	Q3 (Jan.-March 2023)	\$15,000 to \$99,000	Sheryl Robinson	410-865-1389	srobinson5@mdot.maryland.gov
17	Transportation - Office of t	EN-NET SERVICES LLC	0.00%	IT Task Order (PORFP)	TSO Micro Focus 202	Q3 (Jan.-March 2023)	\$15,000 to \$99,000	Sheryl Robinson	410-865-1389	srobinson5@mdot.maryland.gov

# State Contracting Pipeline



**Agency Websites**



**SBR Liaison Directory**

# Agency Websites



Maryland.gov

State Directory State Agencies Translate

COVID-19 Health Resources  
Learn more from MD Department of Health

Enter search term

Home MBE PROGRAM SBR PROGRAM VSBE Program RESOURCES PROCUREMENT FORECAST

GOVERNOR'S OFFICE OF  
**Small, Minority & Women Business Affairs**

Quick Links

- About Us
- FAQs
- Legislation and Policy
- Outreach
- News

## SBR Liaison Directory

For information regarding the Small Business Reserve (SBR) Program's certification please email [lisa.sennaar@maryland.gov](mailto:lisa.sennaar@maryland.gov) or call 410-697-9600.

Reporting Agency	SBR Liaison Name/Contact Info	Address
Aging	Valarie Tisdale <a href="mailto:valarieb.tisdale@maryland.gov">valarieb.tisdale@maryland.gov</a> 410-767-2157	301 W. Preston Street, Suite #1007 Baltimore, MD 21201

Activate Windows  
Go to Settings to activate Windows.

*Governor's Office of Small, Minority & Women Business Affairs*

# Agency Websites



State Employees

**COVID-19 HEALTH RESOURCES**  
Learn more from MD Department of Health

What are you looking for?

Home Online Services Jobs Residents Business Government

**MARYLAND STATE AGENCY DIRECTORY**

Agencies

County and Municipalities

Elected Officials

- Administrative Office of the Courts
- Aging
- Agriculture
- Allegany County
- Anne Arundel County
- Archives
- Assessments & Taxation
- ...

*Governor's Office of Small, Minority & Women Business Affairs*



# Procurement Categories

## **Small Procurement – *Category I:***

- \$5,000 or less
- Can use oral, written, or published solicitation to obtain quotes
- Encouraged to solicit quotes from small, minority and veteran-owned businesses
- Award is based on the procurement officer's judgement

## **Small Procurement – *Category II***

- \$5,001 - \$15,000
- Can use oral, written, or published solicitation to obtain at least two quotes
- Encouraged to solicit quotes from small, minority and veteran-owned businesses
- Award shall be made to the most favorable or evaluated bid price

## SBR Liaisons

Each of the 68 participating agency staffs an SBR Liaison whose role includes ensuring SBR participation is being maximized at the onset of the procurement process and acting as an advocate for SBR vendors actively working on contracts within that agency.

[gomdsmallbiz.maryland.gov/Pages/SBR-Liaison-Directory.aspx](http://gomdsmallbiz.maryland.gov/Pages/SBR-Liaison-Directory.aspx)

*Governor's Office of Small, Minority & Women Business Affairs*



# SBR Liaison Directory

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For information regarding the Small Business Reserve (SBR) Program's [certification](#) please email [lisa.sennaar@maryland.gov](mailto:lisa.sennaar@maryland.gov) or call 410-697-9600.

Reporting Agency	SBR Liaison Name/Contact Info	Address
Aging	Valarie Tisdale <a href="mailto:valarieb.tisdale@maryland.gov">valarieb.tisdale@maryland.gov</a> 410-767-2157	301 W. Preston Street, Suite #1007 Baltimore, MD 21201
Agriculture	Lynn McNally <a href="mailto:lynn.mcnally@maryland.gov">lynn.mcnally@maryland.gov</a> 410-841-5902	50 Harry S. Truman Parkway Annapolis, MD 21401
Archives	Teresa Fawley <a href="mailto:teresa.fawley@maryland.gov">teresa.fawley@maryland.gov</a> 410-260-6405	350 Rowe Blvd. Annapolis, MD 21401
Assessments & Taxation	Tara L. Gray <a href="mailto:tara.gray@maryland.gov">tara.gray@maryland.gov</a> 410-767-1194	300 West Preston St., Room 605 Baltimore, MD 21201

# **Ready Set Grow**

## **Procurement Connections Virtual and In-person Workshop series**

Partial 2023 schedule!

**March 15, 2023**

(Virtual)

Our guests for this procurement connections webinar  
are:

Maryland Department of Health  
Maryland Stadium Authority  
Maryland State Police  
University of Maryland - College Park

**June 7, 2023**

(In-Person / MGM National Harbor)

**<https://gomdsmallbiz.maryland.gov/Pages/Ready-Set-GROW.aspx>**

# Wrapping Up

- The SBR program provides a unique space for small businesses to compete against each other for prime contracts, instead of larger companies and is governed by Maryland statutes and regulations
- SBRs vendors are paid average of \$500 Million annually
- SBR self- certification through eMMA is very simple
- The more registered SBR vendor's there are, the more robust Designated SBR opportunities Procurement Officers can create
- Eligible procurements between \$50,000 and \$500,000 are to be designated as SBR (with certain exceptions)
- There is a pipeline for identifying procurement opportunities for SBRs
- Category I & II Small Procurements are the hidden potential opportunities

# Mining Public Data Techniques



[goMDsmallbiz.maryland.gov](https://goMDsmallbiz.maryland.gov)

## Videos & Slide Decks

eMaryland Marketplace  
Advantage (eMMA)

Procurement Forecast

Board of Public Works

Communicating with  
Confidence

## Keep Learning

- 2 free webinars every month
- No cost to attend
- Register in advance to receive the participation link
- Download the presenter's slide deck
- Access video recordings of all classes on our YouTube playlist

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)



The graphic is a promotional poster for the T.I.P.S. Webinar Series. It features a black background with yellow and red geometric shapes. In the top left, there is a white box containing the Maryland state flag logo and the text 'Maryland GOVERNOR'S OFFICE OF SMALL, MINORITY & WOMEN BUSINESS AFFAIRS goMDsmallbiz.maryland.gov'. In the center, there is a photo of a person writing in a notebook next to a laptop. Below the photo, the text 'T.I.P.S.' is written in large, bold, red letters, followed by 'Webinar Series' in smaller white text. At the bottom, the text 'Training & Insights for Procurement Success' is written in white. In the bottom right corner, there is a heart-shaped logo with the Maryland state flag pattern. In the bottom left corner, the hashtag '#goMDsmallbiz' is written in red.

**Maryland**  
GOVERNOR'S OFFICE OF  
SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS  
[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

**T.I.P.S.** Webinar Series

**Training & Insights for  
Procurement Success**

**#goMDsmallbiz**

## Upcoming T.I.P.S. Webinars

**Tuesday, March 28, 2023**

**10 a.m.**

Strategies for Teaming, Partnering, and  
Subcontracting

**Thursday, March 30, 2023**

**10 a.m.**

Subcontracting in Maryland's  
Minority Business Enterprise (MBE)  
Program

[goMDsmallbiz.maryland.gov](https://goMDsmallbiz.maryland.gov)



## Upcoming Workshops

**Wednesday March 15, 2023**

**10 a.m.**

**Ready, Set, GROW!**

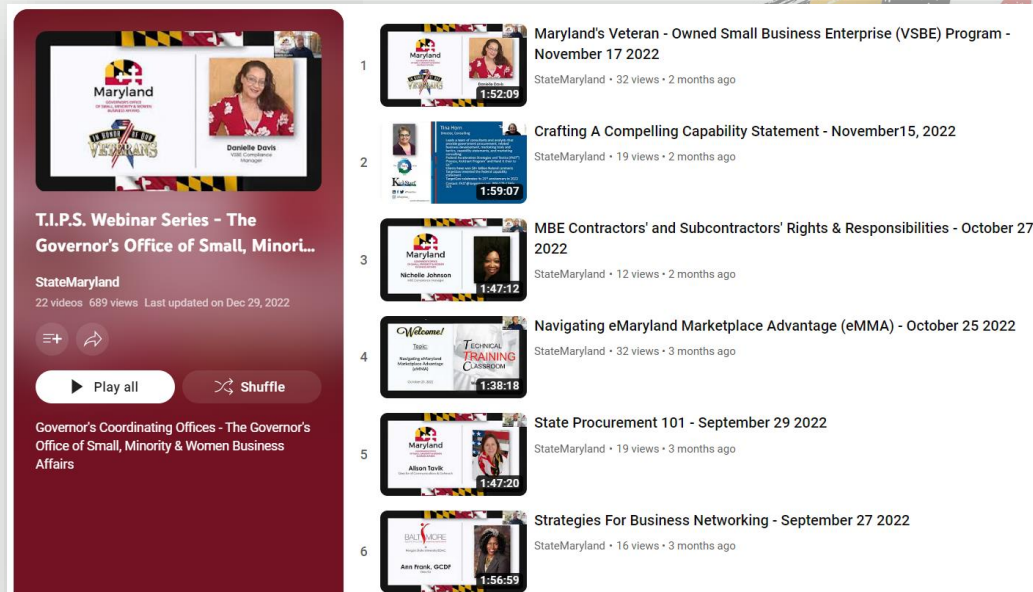
**Procurement Connections Virtual Workshop**

- Maryland Department of Health
- Maryland State Police
- Maryland Stadium Authority
- UMD – College Park



# VIDEO PLAYLIST

## T.I.P.S. Webinar Series Playlist



**T.I.P.S. Webinar Series - The Governor's Office of Small, Minority...**  
StateMaryland  
22 videos • 689 views • Last updated on Dec 29, 2022

Play all Shuffle

Governor's Coordinating Offices - The Governor's Office of Small, Minority & Women Business Affairs

- 1 Maryland's Veteran - Owned Small Business Enterprise (VSBE) Program - November 17 2022  
StateMaryland • 32 views • 2 months ago
- 2 Crafting A Compelling Capability Statement - November 15, 2022  
StateMaryland • 19 views • 2 months ago
- 3 MBE Contractors' and Subcontractors' Rights & Responsibilities - October 27 2022  
StateMaryland • 12 views • 2 months ago
- 4 Navigating eMaryland Marketplace Advantage (eMMA) - October 25 2022  
StateMaryland • 32 views • 3 months ago
- 5 State Procurement 101 - September 29 2022  
StateMaryland • 19 views • 3 months ago
- 6 Strategies For Business Networking - September 27 2022  
StateMaryland • 16 views • 3 months ago

<https://www.youtube.com/playlist?list=PLlgoHh4Po1J0W63akD6aGAU8JmT0qzOrX>



## Partners

Maryland Procurement Technical Assistance Center (PTAC)

<https://www.mdptac.org/>

Greater Baltimore SCORE

<https://greaterbaltimore.score.org/>

Maryland Women's Business Center (MWBC)

<https://marylandwbc.org/>

Baltimore-Metro Women's Business Center (Balt-Metro WBC)

<https://www.baltmetrowbc.org/>

Maryland Small Business Development Center (SBDC)

<https://www.marylandsbdc.org/>

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## Resources

Governor's Office of Small, Minority & Women Business Affairs

<https://gomdsmallbiz.maryland.gov/Pages/default.aspx>

Maryland's Office of Minority Business Enterprise (OMBE)

<https://www.mdot.maryland.gov/tso/pages/Index.aspx?PageId=90>

Maryland Department of Commerce  
Maryland Financial Incentives for Business

<https://commerce.knack.com/maryland-funding-incentives>

Maryland Entrepreneur HUB

<https://marylandentrepreneurhub.com/>

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[gomdsmallbiz.maryland.gov](https://gomdsmallbiz.maryland.gov)

## To register to receive:

- T.I.P.S. Webinar Series announcements
- Notices of upcoming workshops
- Our monthly bulletin

**Go to our website**

[goMDsmallbiz.maryland.gov](http://goMDsmallbiz.maryland.gov)

### —STAY CONNECTED—

Sign up to receive news and notifications affecting the small business community.

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Submit



Call or email the SBR helpdesk

410-697-9600

Lisa Mitchell Sennaar

[lisa.sennaar@maryland.gov](mailto:lisa.sennaar@maryland.gov)

Tanita Johnson

[tanita.johnson1@maryland.gov](mailto:tanita.johnson1@maryland.gov)



Maryland

GOVERNOR'S OFFICE  
OF SMALL, MINORITY & WOMEN  
BUSINESS AFFAIRS

THANK you